

MD				WIC	✓
CS				DEW	NA
RO				DEV	NA
TRA				AC	✓
AGM	✓	✓	✓	SH	✓
YE	✓	✓	✓		

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CERTIFIED TRUE COPY

For The Hindoostan Spg & Wvg. Mills Ltd.,

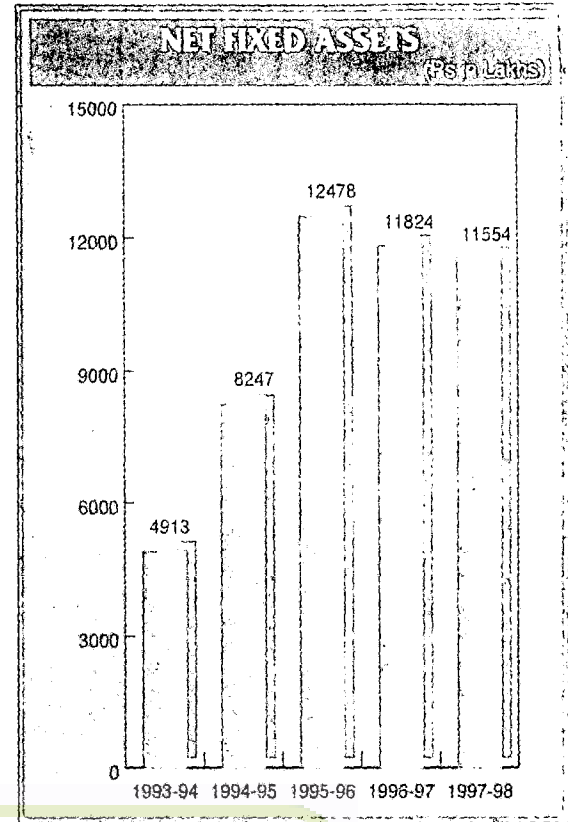
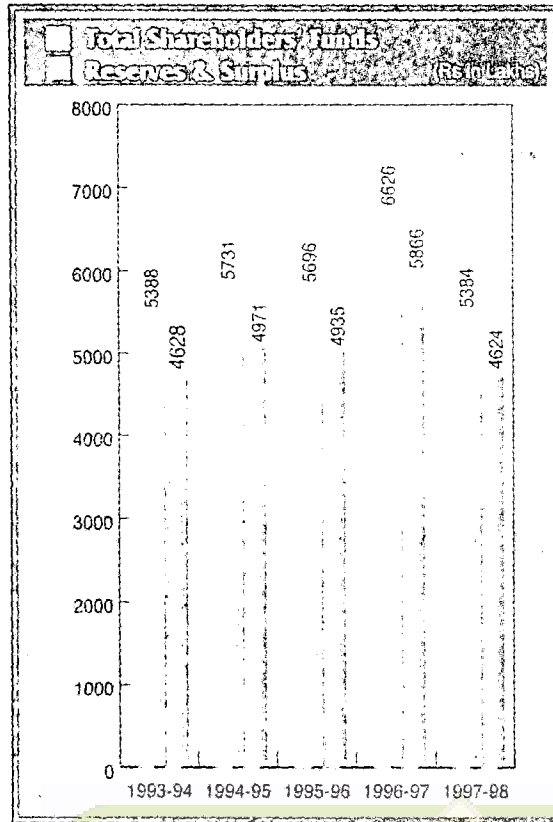
[Signature]
Executive Director

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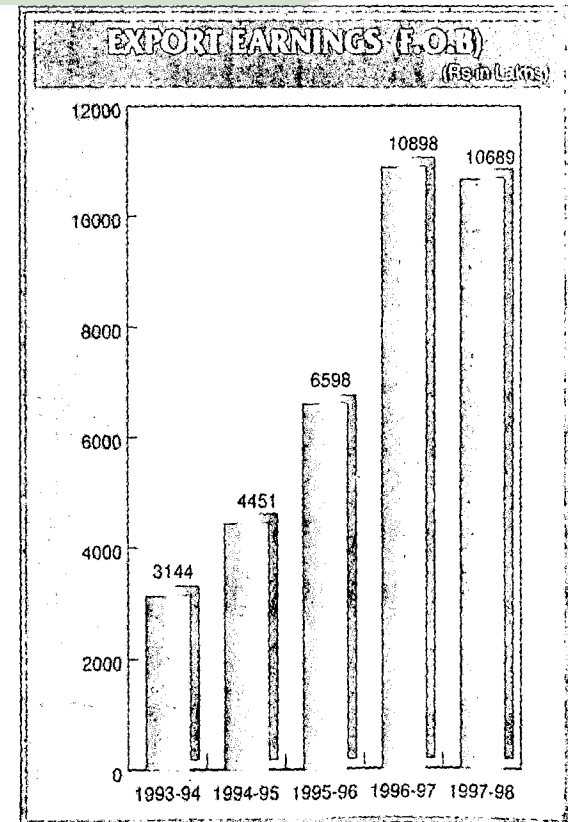
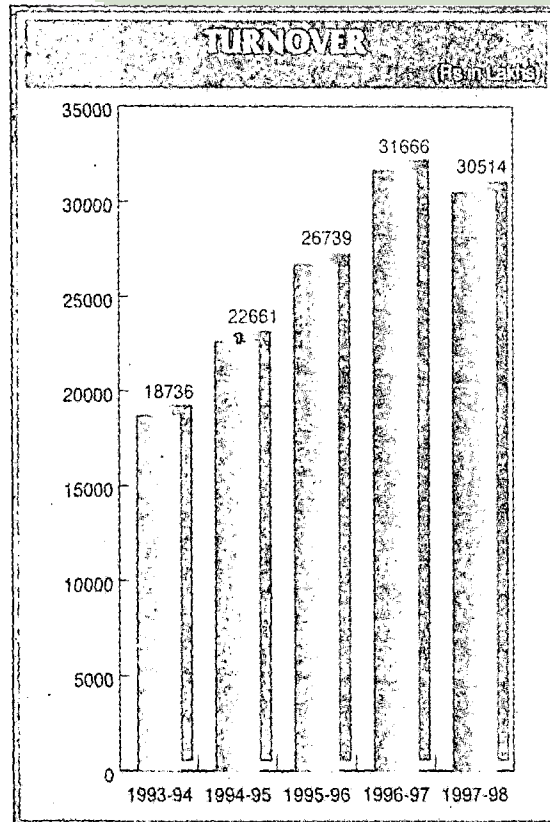
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THE HINDOOSTAN SPINNING AND WEAVING MILLS LIMITED





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**THE HINDOOOSTAN
SPINNING AND
WEAVING MILLS
LIMITED**
DIRECTORS

SUDHIR THACKERSEY
Chairman & Managing Director

CHANDRAHAS K. THACKERSEY
JAGDISH U. THACKERSEY
Executive Directors

RAOUL S. THACKERSEY
Director — Karad (E.O.U.)

SHRENIK KASTURBHAI LALBHAI
MANHARLAL C. SHAH
MANMOHANDAS P. VORA
M.R.B. PUNJA
P.B. DESAI (NOMINEE — IDBI)
D.M. POPAT
R.N. BANSAL
SHALINI S. SHAH (NOMINEE — ICICI)
D.S. ALVA

SOLICITORS

MULLA & MULLA AND CRAIGIE,
BLUNT & CAROE
MANILAL KHER AMBALAL & CO.

AUDITORS

C.C. CHOKSHI & CO.
Chartered Accountants

BANKERS

BANK OF INDIA
PUNJAB NATIONAL BANK
SYNDICATE BANK
UCO BANK
CANARA BANK
UNION BANK OF INDIA
ICICI BANKING CORPORATION LTD.

REGISTERED OFFICE

'SIR VITHALDAS CHAMBERS',
16, MUMBAI SAMACHAR MARG,
MUMBAI-400 001.

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**117TH ANNUAL GENERAL MEETING ON FRIDAY, THE
25TH SEPTEMBER, 1998 AT 11.30 A.M. AT "PATKAR
HALL", MUMBAI-400 020.**

Shareholders are requested to bring their copies of the
Annual Report along with them at the Annual General
Meeting.



THE HINDOOSTAN SPINNING AND WEAVING MILLS LIMITED

NOTICE

Notice is hereby given that the ONE HUNDRED AND SEVENTEENTH Annual General Meeting of the Shareholders of the Company will be held at "Patkar Hall", Nathibai Thackersey Road, Off Maharshi Karve Road, Mumbai - 400 020, on Friday, the 25th September, 1998 at 11.30 A.M to transact the following business :

- 1 To receive and adopt the audited Balance Sheet and the Profit and Loss Account for the year ended 31st March, 1998 and to consider the Report of the Directors and the Auditors thereon.
- 2 To appoint a Director in place of Mr. Chandras K. Thackersey, who retires by rotation and being eligible offers himself for re-appointment.
- 3 To appoint a Director in place of Mr. D.M. Popat, who retires by rotation and being eligible offers himself for re-appointment.
- 4 To appoint a Director in place of Mr. R.N. Bansal, who retires by rotation and being eligible offers himself for re-appointment.
- 5 To appoint Auditors for the current year and fix their remuneration.

AS SPECIAL BUSINESS :

6. To consider and, if thought fit, to pass with or without modification the following Resolution which will be proposed as an Ordinary Resolution:

"RESOLVED that the Company hereby accords its approval and consent pursuant to the provisions of Sections 198, 269, 309 and 311 read with Schedule XIII and other applicable provisions, if any, of the Companies Act, 1956 to the re-appointment of Mr. Sudhir Thackersey as Managing Director of the Company for a period of five years from 1st December, 1998 on the remuneration and other terms and conditions as set out herein below:

(i) Salary :

Rs.70,000/- per month in the scale of Rs.40,000 - Rs.87,500 with authority to the Board to fix increments from time to time.

(ii) Commission :

On net profits of the Company as may be decided by the Board of Directors in their absolute discretion at the time of adoption of the annual accounts each year by the Board, to be due and payable after adoption of the accounts by shareholders and subject to the limits laid down in Section 309 of the Companies Act, 1956.

(iii) Perquisites :

Such as rent free residential accommodation or House Rent Allowance in lieu thereof, Gas, Electricity, Water, Furniture and furnishing, Medical Benefits, Leave, Leave Travel Concession, Club Fees, Personal Accident Insurance, Car and other benefits and amenities as may be sanctioned by the Board of Directors, the monetary value of which will be calculated as per Income-tax Rules, 1962.

(iv) Retirement Benefits :

Such as Provident Fund, Superannuation Fund, Annuity Fund, Gratuity, Encashment of Leave or other benefits as may be sanctioned by the Board of Directors.

The above remuneration payable to him shall be subject to the limit of 10% of the net profits of the Company, as laid down in Section 309(3) of the Companies Act, 1956 and the overall limit of 11% of the net profits of the Company as laid down in Section 198(1) of the said Act. Provided however that where in any financial year during the currency of the tenure of Mr. Sudhir Thackersey, the Company has no profits or its profits are inadequate, Mr. Sudhir Thackersey shall be entitled to the aforesaid remuneration (excluding commission) as minimum remuneration subject to and in accordance with the ceiling limits laid down in Schedule XIII to the Companies Act, 1956 (including any statutory modification, or re-enactment thereof) or any amendments thereto from time to time.

RESOLVED FURTHER that the Board of Directors of the Company be and is hereby authorised to enter into an Agreement with Mr. Sudhir Thackersey, incorporating the above terms and conditions, with liberty to alter and vary the terms and conditions of the said Agreement with the limits set out hereinabove in such manner as may be agreed to between the Board and Mr. Sudhir Thackersey but provided that such alterations, variations and revisions are in accordance with the provisions of Schedule XIII to the Companies Act, 1956 or any amendments thereto from time to time."

7. To consider and, if thought fit, to pass with or without modifications the following Resolution which will be proposed as an Ordinary Resolution :

"RESOLVED that Mr. D.S. Alva who was appointed as an Additional Director of the Company by the Board of Directors and who ceases to hold Office under Section 260 of the Companies Act, 1956, read with Article 126 of the Articles of Association of the Company and in respect of whom the Company has received a notice in writing from a member proposing his candidature for the Office of the Director, be and is hereby appointed as a Director of the Company liable to retire by rotation".

By Order of the Board of Directors,
SUDHIR THACKERSEY
Chairman & Managing Director

Registered Office:
"Sir Vithaldas Chambers",
16, Mumbai Samachar Marg,
Mumbai - 400 001.
Dated : 29th July, 1998.

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NOTES FOR THE MEMBERS' ATTENTION:

1. **A MEMBER ENTITLED TO ATTEND AND VOTE IS ENTITLED TO APPOINT A PROXY TO ATTEND AND VOTE INSTEAD OF HIMSELF. A PROXY NEED NOT BE A MEMBER. PROXIES TO BE EFFECTIVE MUST BE RECEIVED AT THE COMPANY NOT LATER THAN FORTY-EIGHT HOURS BEFORE THE TIME FIXED FOR THE MEETING.**

2. The Explanatory Statement as required by Section 173(2) of the Companies Act, 1956, in respect of all the items of Special Business is hereto annexed.

3. The Register of Members and the Share Transfer Books of the Company will remain closed from 21st September, 1998 to 25th September, 1998 (both days inclusive).

4. Members intending to require information about accounts to be explained at the meeting are requested to write to the Company at least ten days in advance of the Annual General Meeting, so as to enable the Company to keep the information ready.

5. The shareholders are hereby informed that all unclaimed dividends upto the financial year ended 31st March, 1994 have been transferred to the General Revenue Account of the Central Government in terms of provisions of Section 205A of the Companies Act, 1956. Shareholders who have not encashed the Dividend Warrants for the said period are requested to claim the amount from the Registrar of Companies, Maharashtra, in the prescribed manner.

6. Those members who have so far not encashed their Dividend for the financial year ended 31st March, 1995 may claim or approach the Company for payment as the same will be transferred to the General Revenue Account of the Central Government in September, 1998.

7. Members are requested to bring their copies of the Annual Report and Accounts to the Meeting.

ANNEXURE TO THE NOTICE.

Explanatory Statement Pursuant to Section 173(2) of the Companies Act, 1956.

Item No.6

The Board of Directors of the Company at the Meeting held on 29th July, 1998 has re-appointed Mr. Sudhir Thackersey as Managing Director for a further period of five years commencing from 1st December, 1998. Mr. Sudhir Thackersey having a very rich experience in Textile Industry and under his able guidance the Company has made a substantial progress. This is his fifth term in succession. It is very much in the interest of the Company to have the benefit of his knowledge and

experience in Textile Industry. The consent of the members is therefore sought for re-appointment of Mr. Sudhir Thackersey as Managing Director on the terms and conditions as set out in the Resolution proposed to be adopted at the ensuing Annual General Meeting. The main terms and conditions of the Agreement which will be entered into between the Company and Mr. Sudhir Thackersey are set out in the Item No.6 of the Notice.

Directors recommend the Resolution for your approval.

This explanatory note may be treated as an abstract under Section 302 of the Companies Act, 1956 in respect of the re-appointment of Mr. Sudhir Thackersey as the Managing Director.

Mr. Sudhir Thackersey, Mr. Chandras K. Thackersey and Mr. Raoul S. Thackersey may be deemed to be concerned or interested in the above re-appointment. None of the other Directors of the Company is concerned or interested in the aforesaid re-appointment.

Item No. 7

Mr. D.S. Alva was appointed as an Additional Director on the Board of the Company on 29th July, 1998. Pursuant to the provisions of Section 260 of the Companies Act, 1956 read with Article 126 of the Articles of Association of the Company, Mr. D.S. Alva holds Office upto the date of the ensuing Annual General Meeting of the Company. The Company has received notice under Section 257 of the Companies Act, 1956 in writing from a member signifying his intention to propose the name of Mr. D.S. Alva as a Director of the Company.

Mr. D.S. Alva is a well qualified technocrat with a vast experience in Textile Industry. The Board of Directors of the Company is of the opinion that the knowledge and experience of Mr. D.S. Alva will help the Company in various ways and consider it desirable that the Company should continue to avail his services.

None of the Directors except Mr. D.S. Alva is in any way concerned or interested in the said Resolution.

By Order of the Board of Directors,

SUDHIR THACKERSEY

Chairman & Managing Director

Registered Office:

"Sir Vithaldas Chambers",

16, Mumbai Samachar Marg,

Mumbai - 400 001:

Dated : 29th July, 1998.



THE HINDOOSTAN SPINNING AND WEAVING MILLS LIMITED

DIRECTORS' REPORT

TO
THE MEMBERS,
THE HINDOOSTAN SPINNING AND WEAVING MILLS LIMITED

Your Directors have pleasure to present herewith the 117th Annual Report together with the audited statements of accounts for the year ended 31st March, 1998.

FINANCIAL RESULTS

	Current Year Rs. in lakhs	Previous Year Rs. in lakhs
The Gross Profit for the year before providing for Interest, Depreciation and Taxation amounted to	2694.81	3820.56
Interest (Net)	2105.85	2385.52
Gross Profit after Interest but before Depreciation	588.96	1435.04
Depreciation	1529.28	1490.84
Loss before Taxation	(940.32)	(55.80)
Provision for Wealth Tax	2.00	3.00
Loss after Tax	(942.32)	(58.80)
Excess provision for Wealth Tax in respect of earlier years	-	2.91
	(942.32)	(55.89)
Amount transferred from Investment Allowance Reserve	18.40	-
Profit as per Profit & Loss Account brought forward from last year	97.10	-
Less: Interim Dividend on Preference Shares	(1.77)	-
Tax on Dividend (including on previous year Rs.14.93 lakhs)	(15.11)	-
	80.22	302.30
Amount available for appropriation	(843.70)	246.41
Proposed Dividend :		
On Preference Shares	-	1.47
On Equity Shares	-	147.84
Balance in Profit & Loss Account carried to Balance Sheet	(843.70)	97.10

DIVIDEND

In view of loss incurred by the Company, no dividend on Equity Shares is recommended.

PREFERENCE SHARES

In terms of Section 80A of the Companies Act, 1956 the Company has redeemed 7% Redeemable Cumulative Preference Shares of Rs.250/- each on 14th June, 1998. The Directors declared Interim Dividend @ 7% per annum for the period from 1st April, 1997 to 14th June, 1998 amounting to Rs.1.77 lakhs which was paid along with the Redemption amount.

OPERATIONS

Your Directors regret to state that in line with general conditions prevailing in the industry, the Company's working for the year under review was not satisfactory. Sales turnover for the year ended 31st March, 1998 was Rs.305 crores against Rs.317 crores in the previous year. Exports, however, were only marginally lower at Rs.107 crores against Rs.109 crores. Though the raw material prices for most of the year remained stable, other input costs went up substantially. Extra provisions had to be made due to changes in the Gratuity Act as well as increase in the limits for ESIS. Recessionary conditions

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prevailed in the domestic as well as in the international markets and hence your Company was unable to fully pass on the increase in the input costs to the buyers. Exports to South East Asian countries were affected because of the severe financial crisis in that region. Imposition of Anti-Dumping duty on Bed Linen and the threat to impose Anti-Dumping duty on unbleached cotton fabrics (provisional Anti-Dumping duties were levied in April, 1998) had a negative impact on our exports to the European Union.

Uneconomic activity in the Mumbai Units was curtailed and more than 550 employees retired under the Voluntary Retirement Scheme.

Your Export Oriented Unit at Karad is working satisfactorily. At Karad the spinning capacity has been increased by installation of more machinery and 8 more Sulzer Looms will go into production shortly.

Under the modernisation scheme in Mumbai, besides other machineries, 28 Sulzer Looms have been installed.

Full benefit of the expansion in Karad and modernisation in Mumbai will start accruing to the Company from the second half of the current financial year. Though the general economic scenario continues to cause concern, your Company hopes to fair better in the current year.

Various steps taken for restructuring and pruning down of uneconomic activities, on going modernisation, strict control on costs and improvement in the product-mix are likely to contribute to improved results.

The Company's Crown Mill Division and Process House have received ISO 9002 accreditation for their Quality Management Systems. With this, all the Company's Units have now reached the International Standards necessary for such accreditation. This will enable the Company to improve its market share in the long run.

ISSUE OF RIGHTS SHARES

At present, the Company's Equity base is very low. For quite sometime the Company was planning to raise Equity by offering shares on Rights basis. However, due to slackness in the Capital Market, the Company could not come out with a Rights Issue. The delay in making the issue has resulted in constraint on resources for operation. In consultation with Merchant Bankers, it is now proposed to raise the Equity by offering shares on Rights basis to the existing shareholders of the Company at a premium of Rs.15/- per share. The Rights Issue is proposed in the ratio of 2 (Two) Equity Shares for every 5 (Five) Equity Shares of Rs.10/- each. Consequent to the Rights Issue, the Share Capital of the Company will go up from the existing level of Rs.739 lakhs to Rs.1,034 lakhs and the net worth will increase by Rs.739 lakhs.

SOCIAL AND WELFARE ACTIVITY

Your Company is continuing its past practice in Social and Welfare activities with active support of Workers, Staff and Executives. During the year the Company has undertaken Safety Exhibition & Film Show, Cancer check-up, Blood Donation Camp and sale of Religious Books, within the organization. The response was very encouraging.

SUBSIDIARY COMPANIES

During the year the Company has invested Sterling Pounds 10,000 in the Share Capital of South Central Products Ltd., U.K. The Accounts of Subsidiary Companies viz., Makarand Investments Limited and Satark Investments Limited for the year ended 31st March, 1998 and South Central Products Ltd., for the period ended 25th January, 1998 together with statutory statements pursuant to Section 212 of the Companies Act, 1956 are annexed.

INFORMATION ABOUT CONSERVATION OF ENERGY, TECHNOLOGY ABSORPTION AND FOREIGN EXCHANGE EARNING AND OUTGO

Your Company has been making continuous efforts to conserve energy.

A statement containing the information required under Section 217(1)(e) of the Companies Act, 1956 read with the Companies (Disclosure of Particulars in the Report of Board of Directors) Rules, 1988 and forming part of this Report is annexed herewith.

RESEARCH

Your Company's Research and Development Centre duly recognised by the Government of India, Department of Science and Technology is in continuous process for development and improvement in product quality. The registration granted by the Government to the Research and Development Centre was renewed and is valid up to 31st March, 2000.

INSURANCE

All the properties and insurable interests of the Company are adequately insured.

DEPOSITS

The unclaimed deposits as on 31st March, 1998 were Rs.6.91 lakhs from 59 deposit holders. Out of these deposits, deposits from 8 deposit-holders amounting to Rs.1.84 lakhs have been repaid/renewed till the date of this Report. Steps have been taken for renewal/repayment of the remaining deposits during the current year.



THE HINDOOSTAN SPINNING AND WEAVING MILLS LIMITED

PARTICULARS OF EMPLOYEES

As required by the provisions of Section 217(2A) of the Companies (Particulars of Employees) Rules, 1975 as amended, the names and other particulars of the employees are set out in the annexure to the Directors' Report. However, as per the provisions of Section 219(1)(b)(iv) of the Companies Act, 1956, the Report and the Accounts is being sent to all shareholders of the Company without the aforesaid information. Any shareholder interested in obtaining such particulars may write to the Company at the Registered Office of the Company.

DIRECTORATE

Mr. V.M. Palicha, Executive Director of the Company retired from the services of the Company on 6th April, 1998.

In accordance with Article 139 of the Articles of Association of the Company, Mr. Chandradas K. Thackersey, Mr. D.M. Popat and Mr. R.N. Bansal retire by rotation. They being eligible, offer themselves for re-appointment.

Mr. D.S. Alva was appointed as an Additional Director pursuant to the provisions of Section 260 of the Companies Act, 1956. Mr. D.S. Alva holds Office until conclusion of next Annual General Meeting. He being eligible, offers himself for appointment as a Director liable to retire by rotation.

COST AUDIT

Pursuant to the Order of the Company Law Board under Section 233B of the Companies Act, 1956, Cost Auditor

has been appointed to conduct the audit of Cost Accounting records of the Company for the year ended 31st March, 1998.

AUDITORS

You are requested to appoint the Auditors to hold office from the conclusion of the meeting till the conclusion of the next Annual General Meeting and to fix their remuneration. The retiring Auditors, Messrs C.C. Chokshi & Co., being eligible offer themselves for re-appointment.

The observations made by the Auditors in their Report dated 24th June, 1998 have been fully clarified in the relevant notes forming part of the accounts, which are self-explanatory.

APPRECIATION

Your Directors wish to place on record their appreciation for the co-operation given by the employees of the Company. Your Directors also wish to place on record their deep appreciation to the Financial Institutions, Banks and other Government Departments for their timely assistance and co-operation during the year.

For and on behalf of the Board of Directors
SUDHIR THACKERSEY
 Chairman & Managing Director.

Mumbai :
 Dated : 29th July, 1998.

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INFORMATION AS PER SECTION 217(1)(e) READ WITH COMPANIES (DISCLOSURE OF PARTICULARS IN THE REPORT OF BOARD OF DIRECTORS) RULES, 1988 AND FORMING PART OF THE DIRECTORS' REPORT FOR THE YEAR ENDED 31ST MARCH, 1998.

A. CONSERVATION OF ENERGY

The Company has been making continuous efforts to conserve energy. Various steps have been taken during the year, the mention of few is :

(a) Energy Conservation Measures Taken

- (i) Replaced Alluminium Blade Fans on humidity fans by F.R.P. Blade fan.
- (ii) Conversion of spindles by energy saving spindles.
- (iii) Stopping of Exhaust fans & Chilling plant during monsoon and winter for energy saving.
- (iv) Steam pipeline lagging to reduce the heat loss in Dyeing & Sizing Dept.
- (v) Replacement of Higher HP Motor by optimum size of motor in Doubling Dept.
- (vi) Installed 4 Nos. Energy Efficient Rollers, replacing the conventional rubber rollers on Stenters, Mercerisers & Soaper for better extraction of water and thereby saving on fuel in drying of fabric.
- (vii) Installed imported Inject Fuel Stabilizer on Steam Boiler for better fuel combustion and thereby improving the overall efficiency of Boiler.

(b) Additional Investments and proposal if any being implemented for reduction of consumption of energy

- (i) The Company plans to modify Stenters to make it suitable for heat setting and improve its drying speed.
- (ii) Energy efficient Hydraulic Jiggers have been procured and are under erection and commissioning stage.
- (iii) The Company plans to introduce more

energy efficient rolls on Merceriser and Soaper for better extraction of water.

- (iv) The Company plans to convert one of its Stenters to oil heating system from steam heating.

- (v) The Company plans to procure energy efficient new Singeing & De-Singeing machine.

(c) Impact

The energy conservation measures have enabled the Company to maintain the cost of utilities. The increase in a ratio is due to product-mix change and process improvements for quality.

(d) Form for disclosure of particulars with respect to conservation of energy

Current Year 1997-98	Previous Year 1996-97
----------------------------	-----------------------------

A. Power & Fuel Consumption**1. Electricity**

(a) Purchased Units ('000 KWH)	83401	87357
Total Amount ('000 Rs.)	238486	249358
Rate/Unit (Rs. per KWH)	2.86	2.85
(b) Own Generation		
Through Diesel Generator		
Units ('000 KWH)	8355	5018
Units per ltr. of diesel oil	3.42	3.39
Cost/Unit (Rs. per KWH)	2.52	2.14

2. Furnace Oil

Quantity (K.Ltrs.)	3741	1218
Total Amount ('000 Rs.)	24521	7657
Average Rate (Rs. per K.Ltr.)	6555	6287

3. LSHS

Quantity (M.T.)	5595	8061
Total Amount ('000 Rs.)	43863	60383
Average Rate (Rs. per M.T.)	7840	7490



THE HINDOOSTAN SPINNING AND WEAVING MILLS LIMITED

B. Consumption per Unit of Production:

Product-Grey & Finished Cotton & Blended Textiles

	Standards (if any)	Current Year <u>1997-98</u>	Previous Year <u>1996-97</u>
1. Electricity (Purchased & Generation) KWH/Metre of Grey Production	-	1.367	1.266
KWH/Sq. Metre of Grey Production	-	0.937	0.897
KWH/Metre of Wet Processing	-	0.161	0.157
KWH/Kg. of Wet Processing	-	1.030	1.052
2. LSHS/Furnace Oil (furnace oil converted to equivalent LSHS) Kgs./Metre of Grey Production	-	0.050	0.045
Kgs./Sq. Mtr. of Grey Production	-	0.034	0.032
Kgs./Metre of Wet Processing	-	0.139	0.134
Kgs./Kg. of Wet Processing	-	0.888	0.894

B. DISCLOSURE OF PARTICULARS WITH RESPECT TO TECHNOLOGY ABSORPTION AS PER FORM B.

1. Research & Development (R&D)

- Specific areas in which R&D carried out by the Company.
The ongoing developments of the R&D have enabled the Company to improve new qualities with specific performance characteristics. The R&D division continued its efforts to improve the finish of the fabric to enhance its global competitiveness.
 - Development in fabric bleaching by elimination of chlorine in the process and using indigenous speciality chemicals.
 - During the year a new stretch fabric containing cotton with Lycra was introduced.
 - Environment and effluent control to meet the stringent demand.
 - Alternative efficient chemicals & auxiliaries in place of imported items.
 - Improvement of process parameters, cost competitiveness of process and higher value addition by developing speciality process, finishes.

2. Benefit derived as a result of the above R&D.

- Reduction in losses arising from quality problem.

2. The company has been able to meet the International quality parameters of EEC and USA.

3. Development Work
Improved Customers satisfaction and marketability of our products in the Export and RMG market.

4. Expenditure on R&D.

(Rupees in lakhs)

(a) Capital	-
(b) Recurring	25.20
(c) Total	25.20
(d) Total R&D Expenditure as percentage of total turnover.	0.08

Technology absorption, adaptation and innovation

1. The Company has benefited by adopting advisory services in Processing from one of the leading consultants of U.K. to adopt latest techniques, process flow and technology in textile processing. In addition the Company continues in-house development of textile fabric with exclusive finishes.

2. Benefits :
We are in the process of acquiring Oco Tex Certificate meant for our exclusive buyer. These efforts will enhance and improve our competitive edge of our products and improve our synergies in processed fabric for garment export.

Our R&D is recognised by the Department of Science and Technology, Government of India. We have had satisfactory progress in substitution of conventional product with Eco-friendly innovative products and processes.

3. Information regarding technology imported during the last five years.

(a) Technology Imported	Nil
(b) Year of Imported	Not applicable
(c) Has Technology been fully absorbed	Not applicable
(d) If not fully absorbed, areas where this has not taken place, thereof and future plans of action.	Not applicable

FOREIGN EXCHANGE EARNINGS AND OUTGO

Despite severe competition and adverse market condition in quota and non-quota countries, particularly of South East Asian countries, the Company has been able to maintain the exports at Rs.107 crores FOB.

(a) The company efforts continue in the areas of development and identification of new export markets in quota and non-quota countries.

(b) Total Foreign Exchange used and earned.

(Rs. in lakhs)

Used	1461.06
Earned	10688.97